



AltusGroup



Greater Toronto Area High Rise Projects

New Homes Monthly Market
Report Data as of April 2023

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Apr-23		Apr-22		Change
High Rise	1,327		3,065		-56.7%
Low Rise	1,064		588		81.0%
Total	2,391		3,653		-34.5%
Year to Date Sales	Jan.-Apr. 2023		Jan.-Apr. 2022		Y/Y Change
High Rise	3,456		11,978		-71.1%
Low Rise	1,858		2,714		-31.5%
Total	5,314		14,692		-63.8%
Year to Date Supply	Jan.-Apr. 2023		Jan.-Apr. 2022		Y/Y Change
High Rise	6,048		11,413		-47.0%
Low Rise	1,476		3,254		-54.6%
Total	7,524		14,667		-48.7%
Year to Date Completions	Jan.-Apr. 2023		Jan.-Apr. 2022		Y/Y Change
High Rise	4,496		3,281		37.0%
Remaining Inventory	Apr-23	Mar-23	Apr-22	M/M Change	Y/Y Change
High Rise	13,588	12,873	8,091	5.6%	67.9%
Low Rise	1,340	1,583	1,310	-15.4%	2.3%
Total	14,928	14,456	9,401	3.3%	58.8%
Benchmark Price	Apr-23	Mar-23	Apr-22	M/M Change	Y/Y Change
High Rise	\$1,102,904	\$1,117,867	\$1,189,134	-1.3%	-7.3%
Low Rise	\$1,768,456	\$1,799,971	\$1,788,591	-1.8%	-1.1%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	7	359	396	101	
High Rise Units	2,144	93,231	111,036	24,847	
% Sold*	67%	85%	92%	59%	
Low Rise Projects	8	174			
Low Rise Units	253	18,687			
% Sold*	74%	93%			

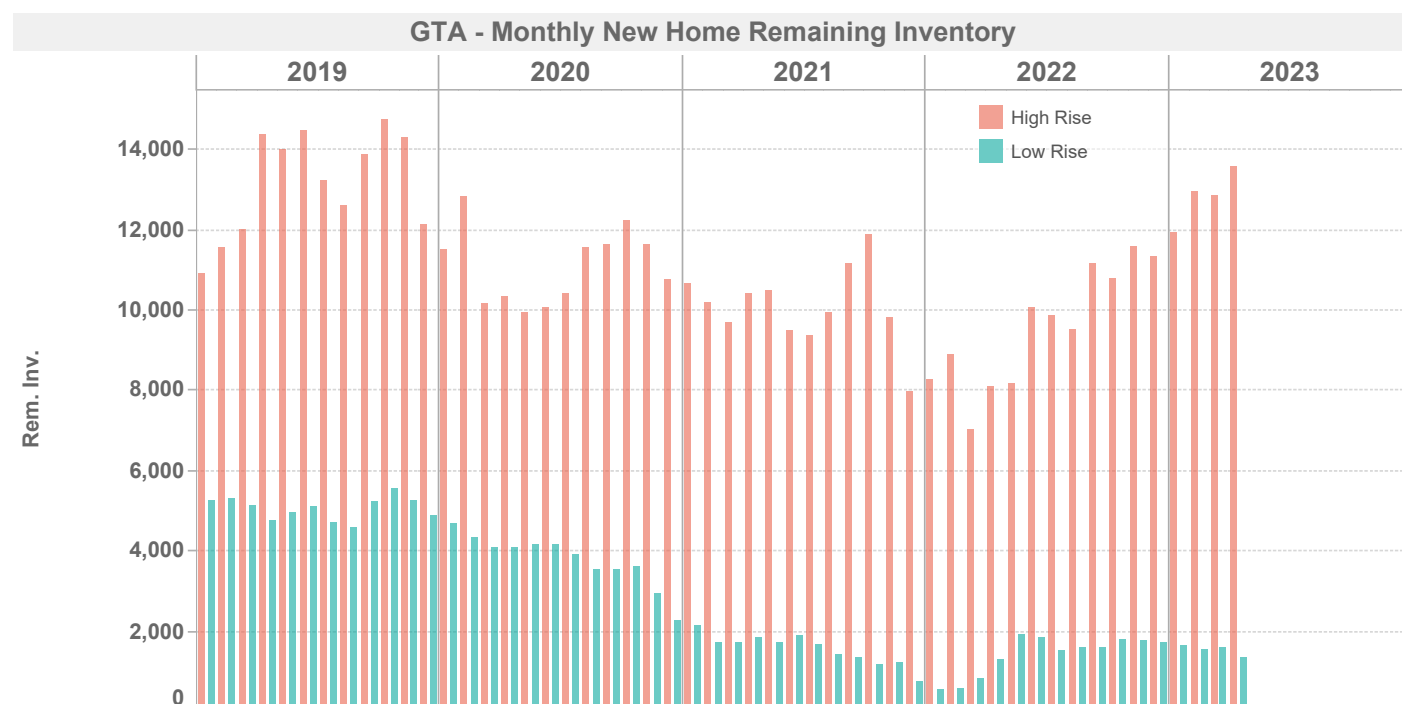
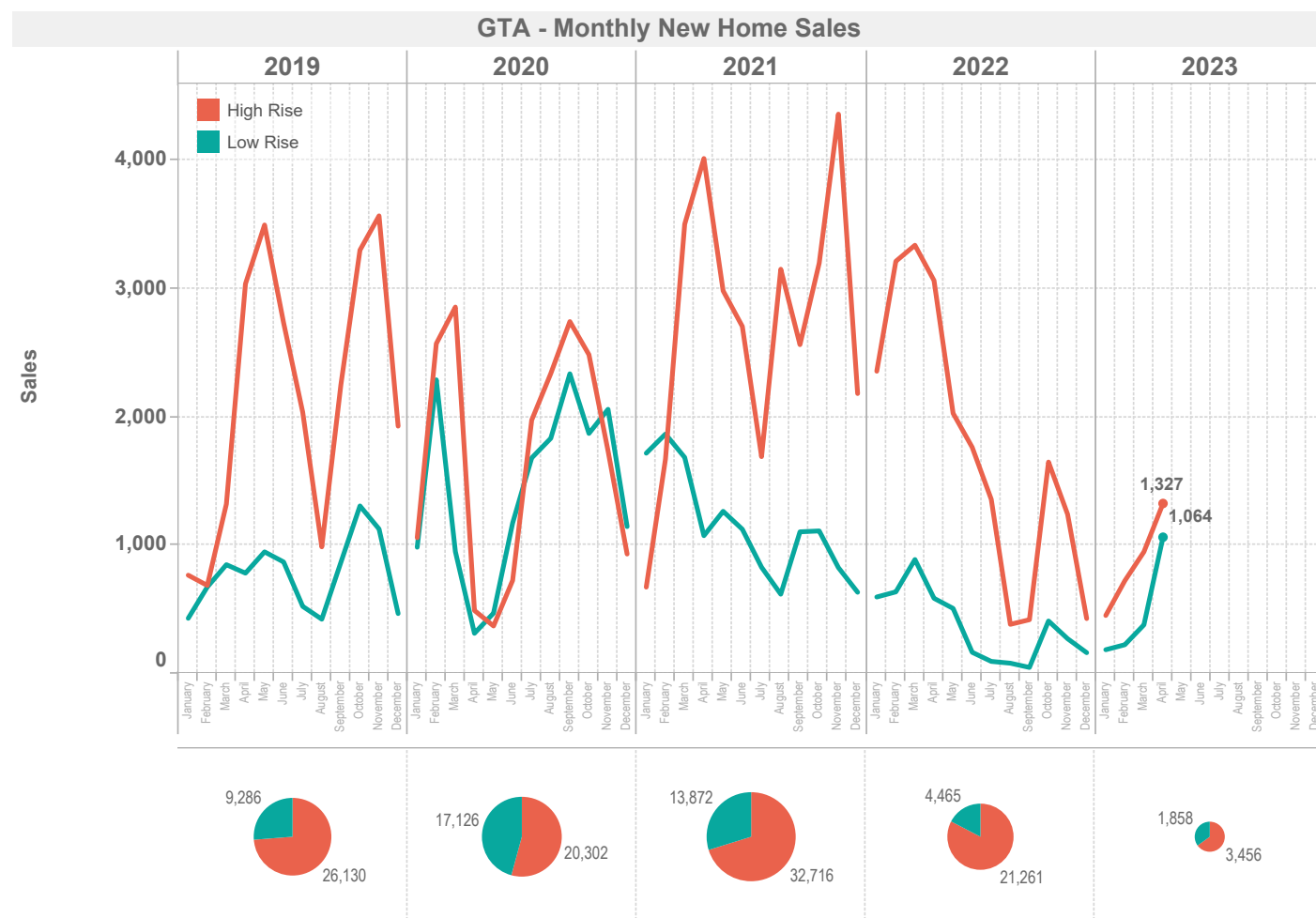
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

All Active includes all projects actively marketing available remaining inventory regardless of their construction status.

Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

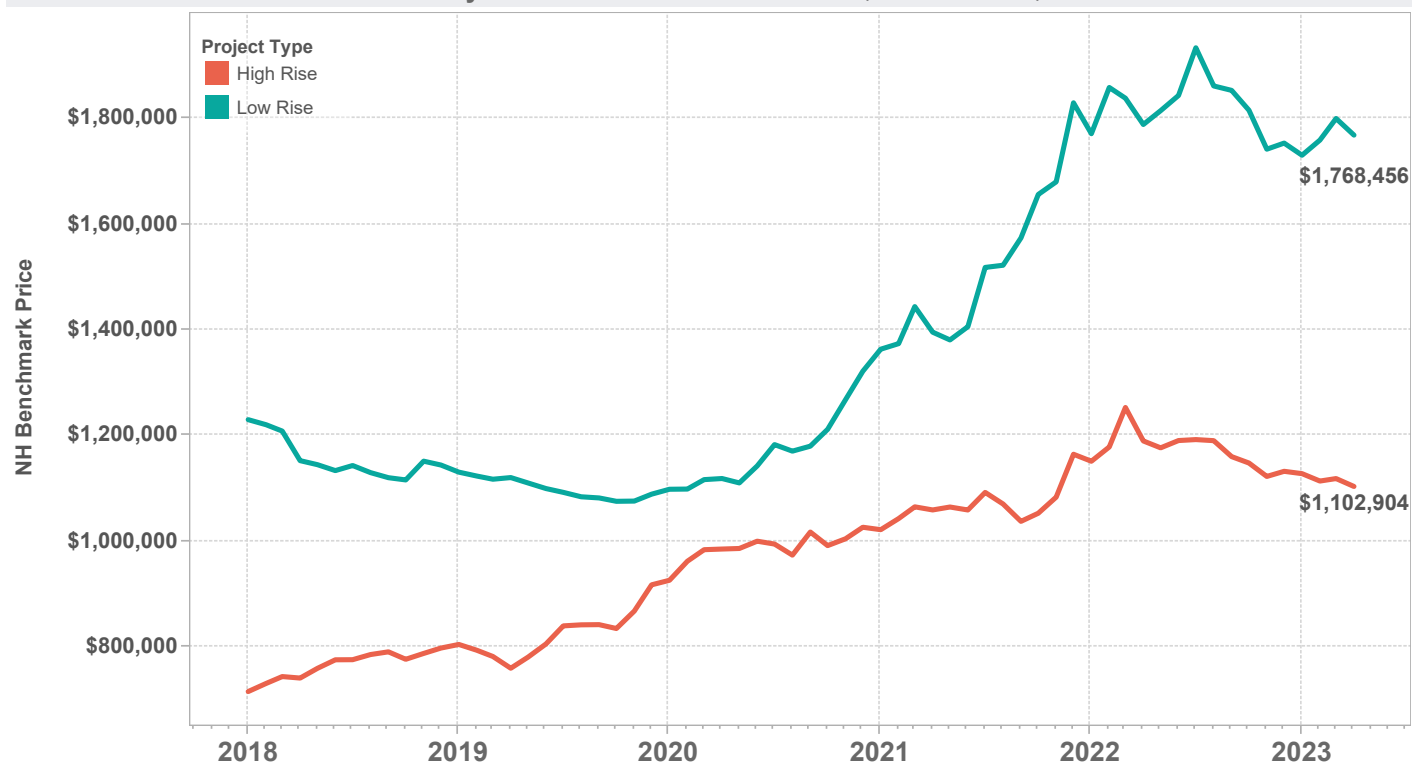
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

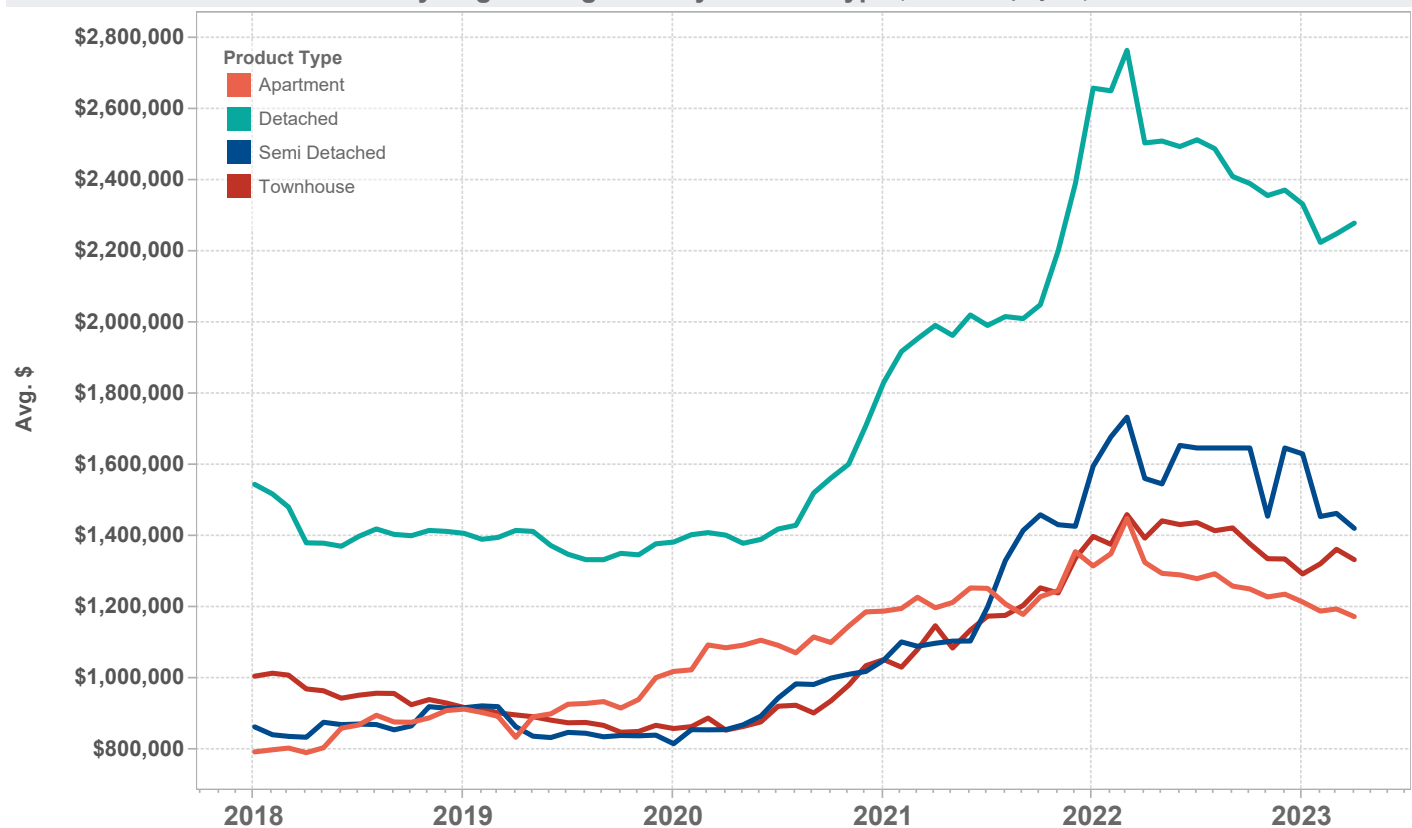


Pricing

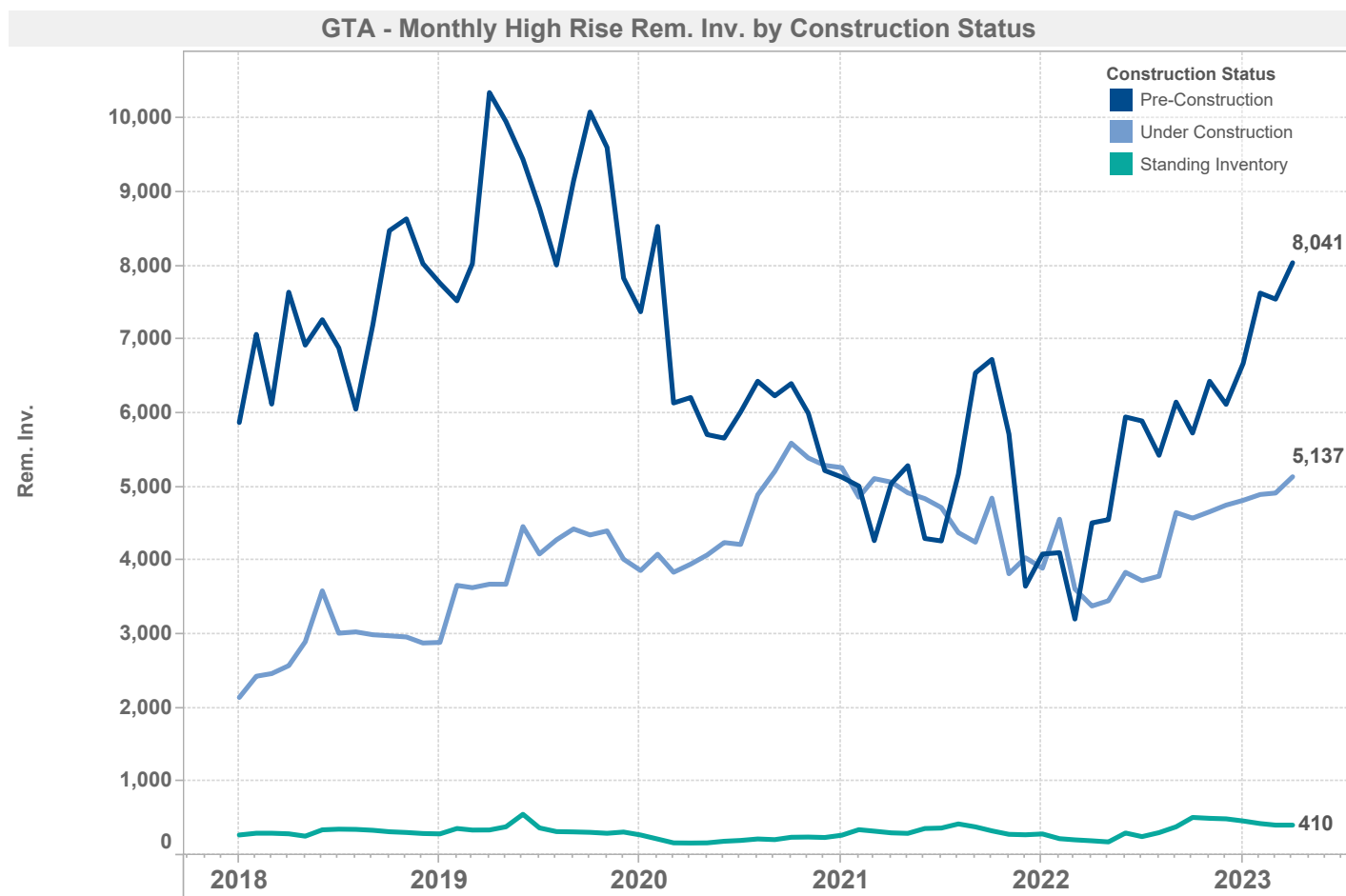
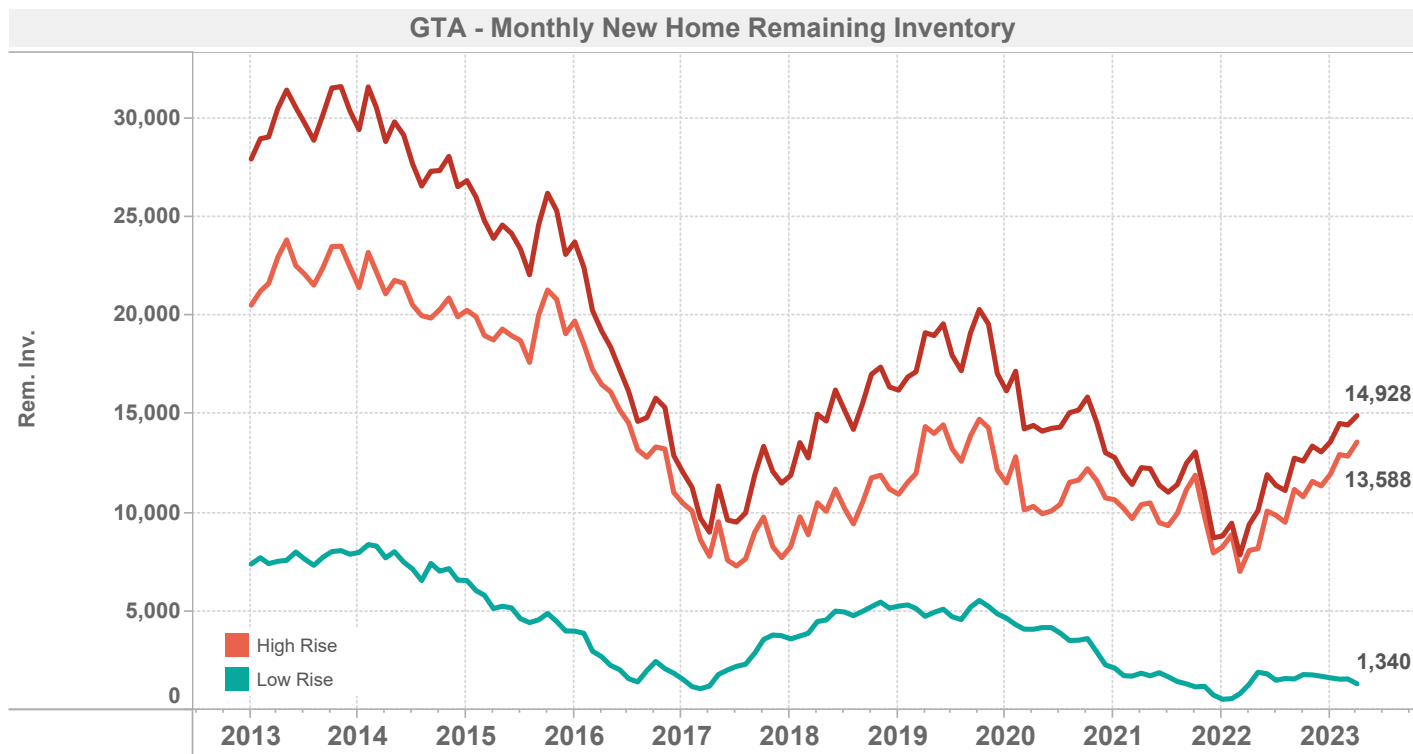
Monthly New Home Benchmark Price (excludes extremes)



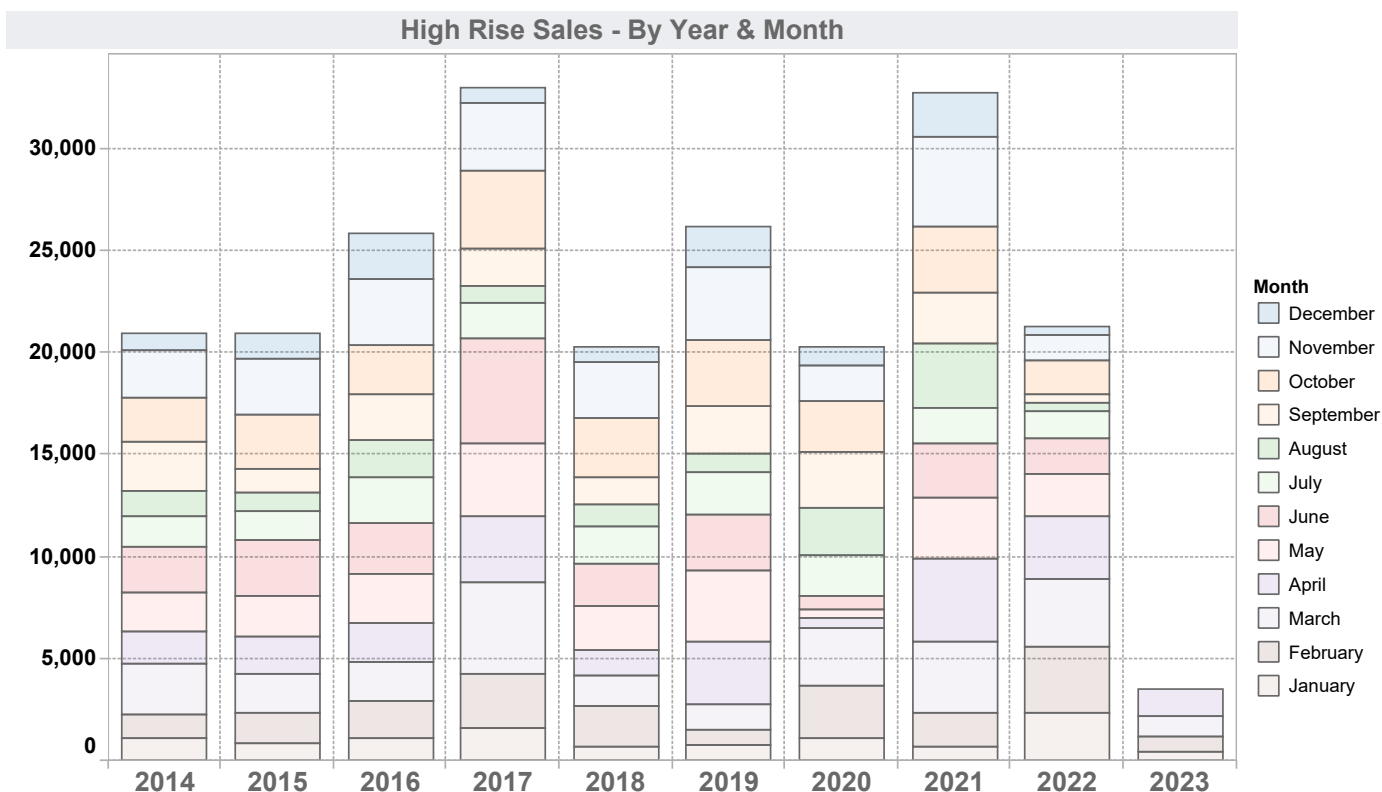
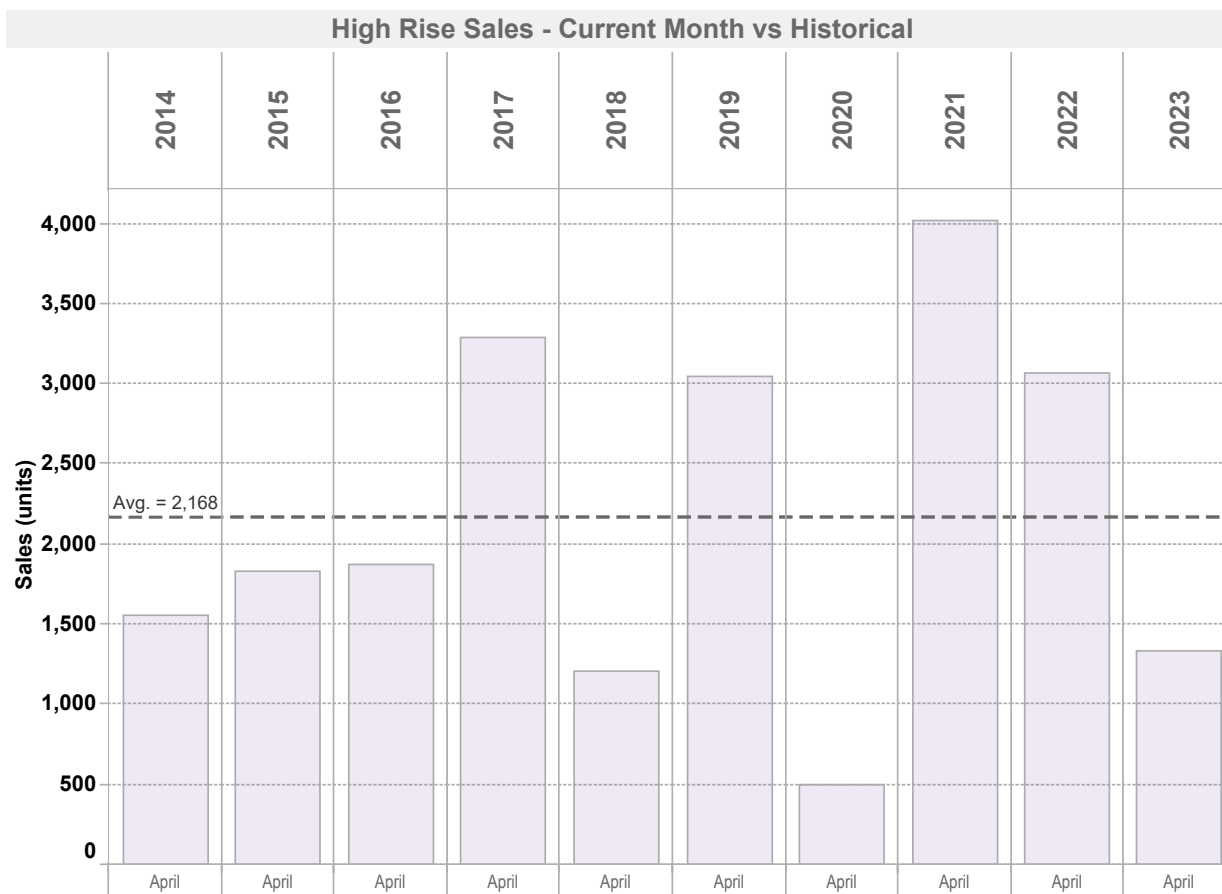
Monthly Avg. Asking Price by Product Type (includes all projects)



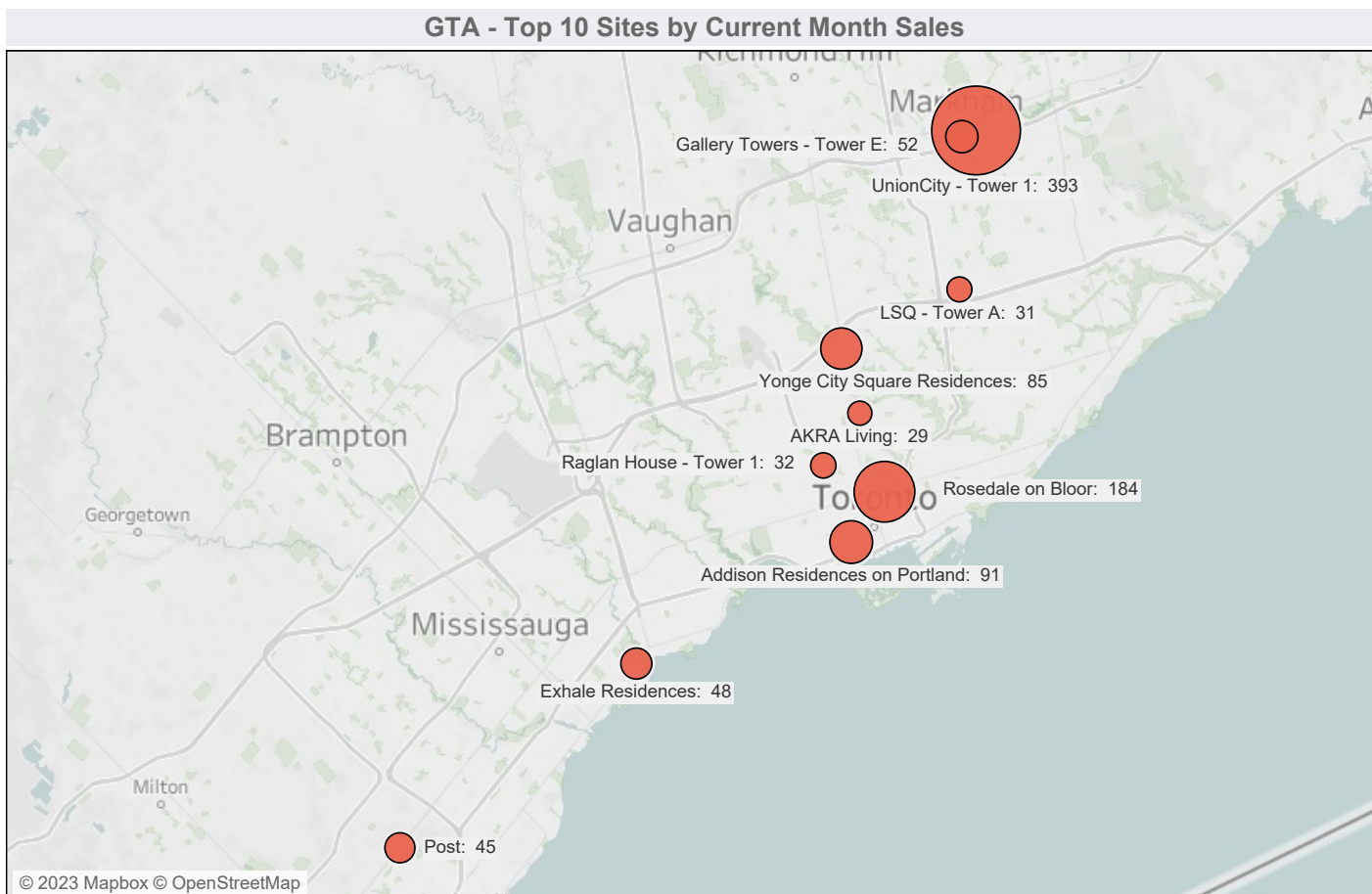
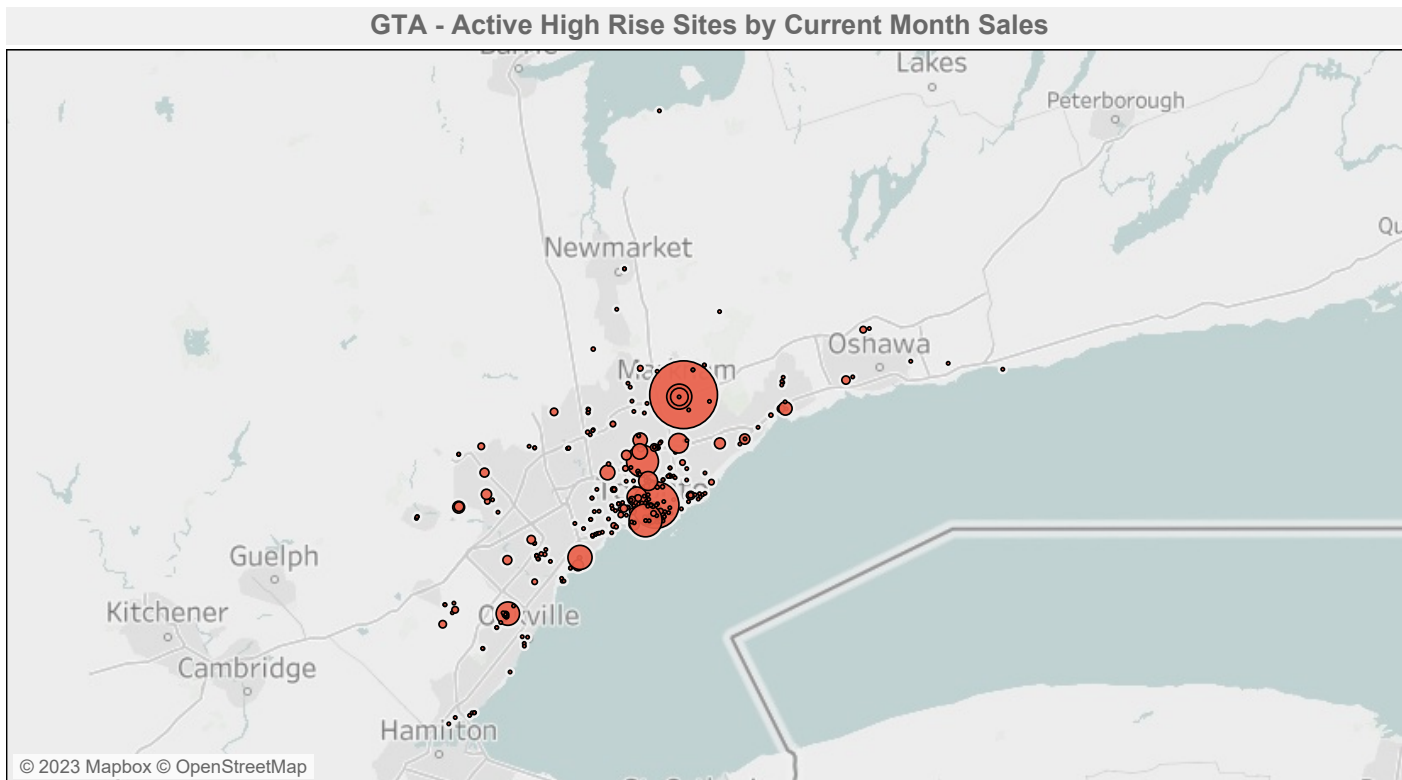
Remaining Inventory



Historical Sales Comparison



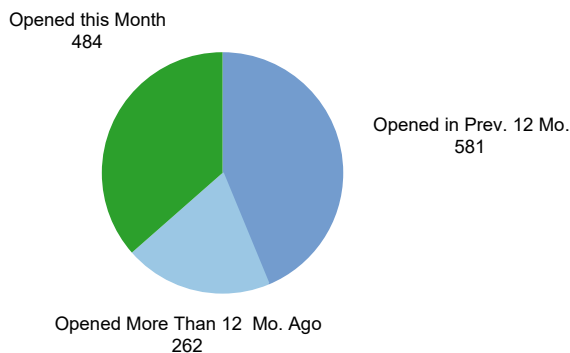
Current Sites



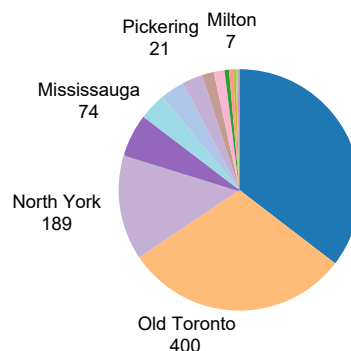
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

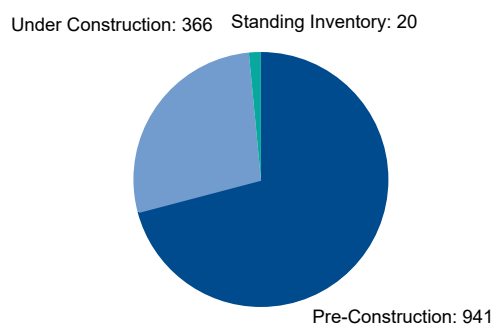
Sales by Opening Date



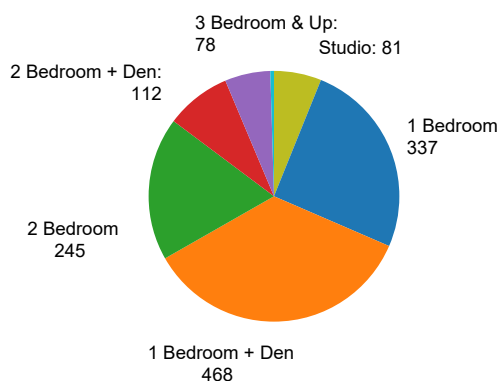
Sales by Municipality/Area



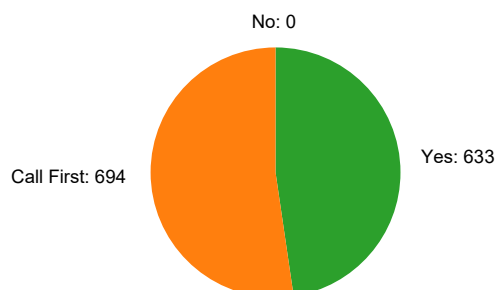
Sales by Const. Status



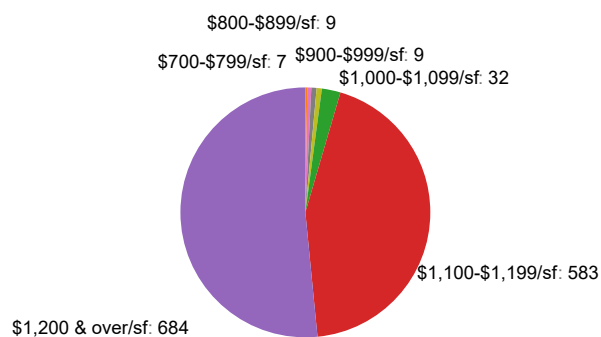
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



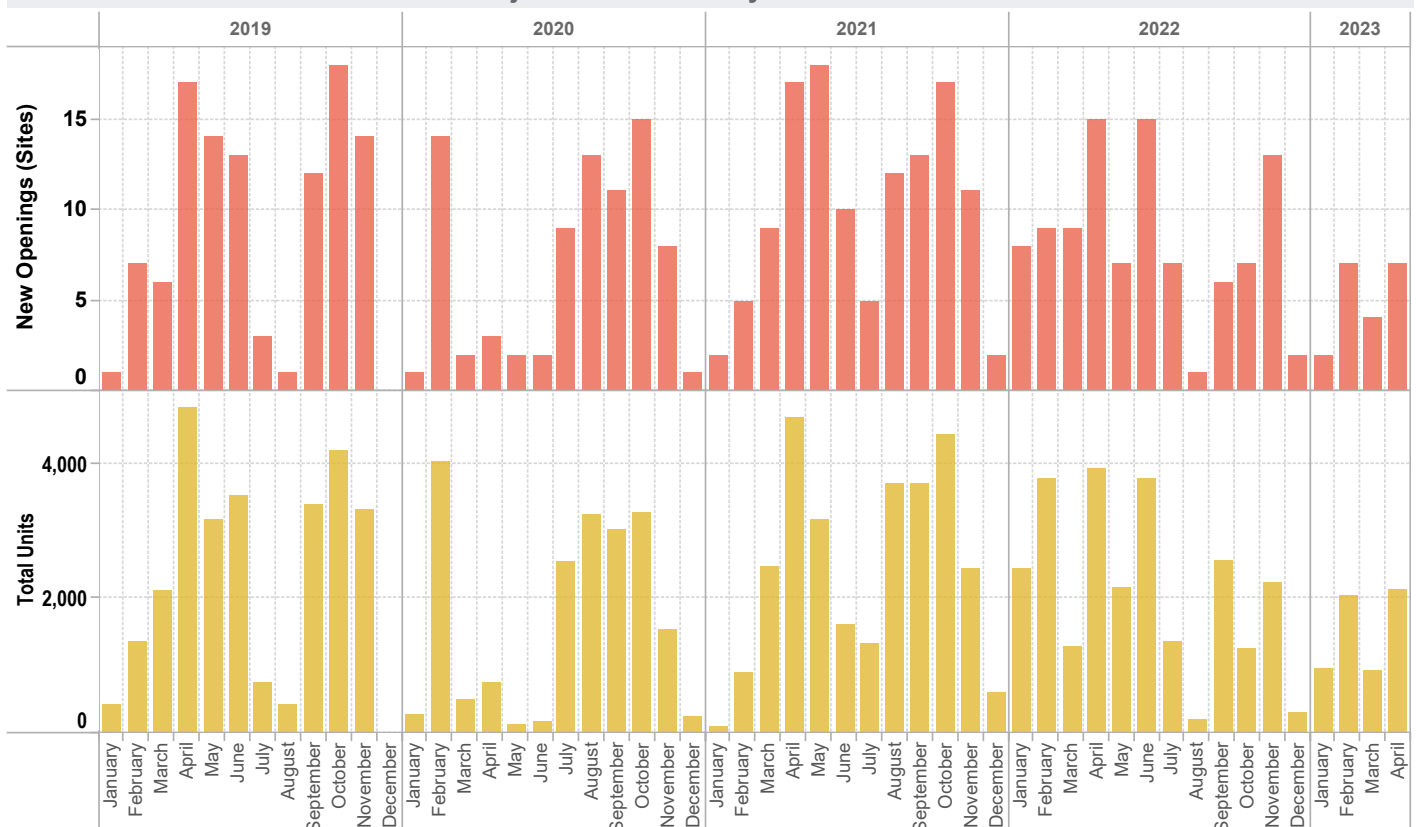
New Openings

April 2022 - New Project Launches

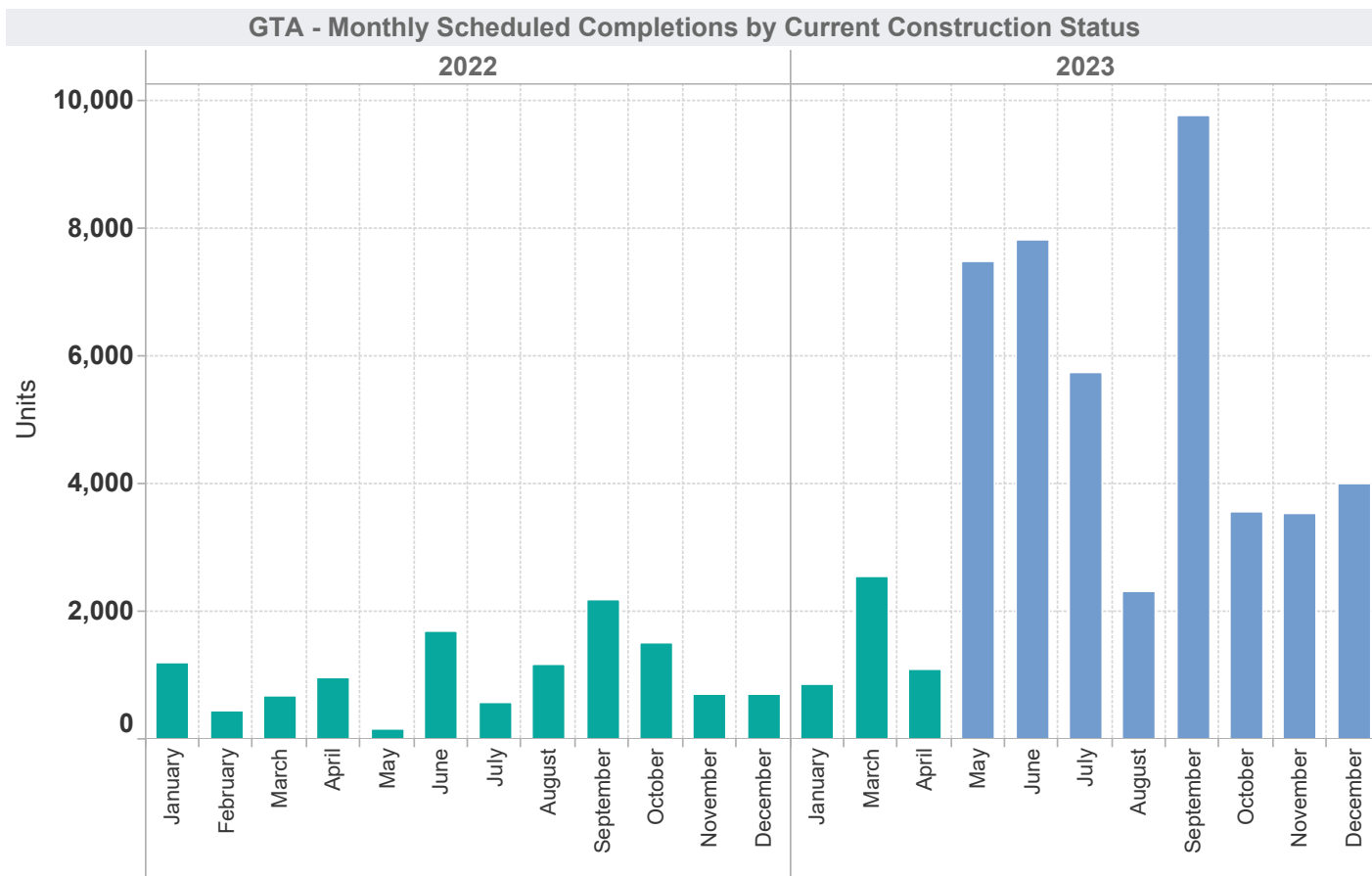
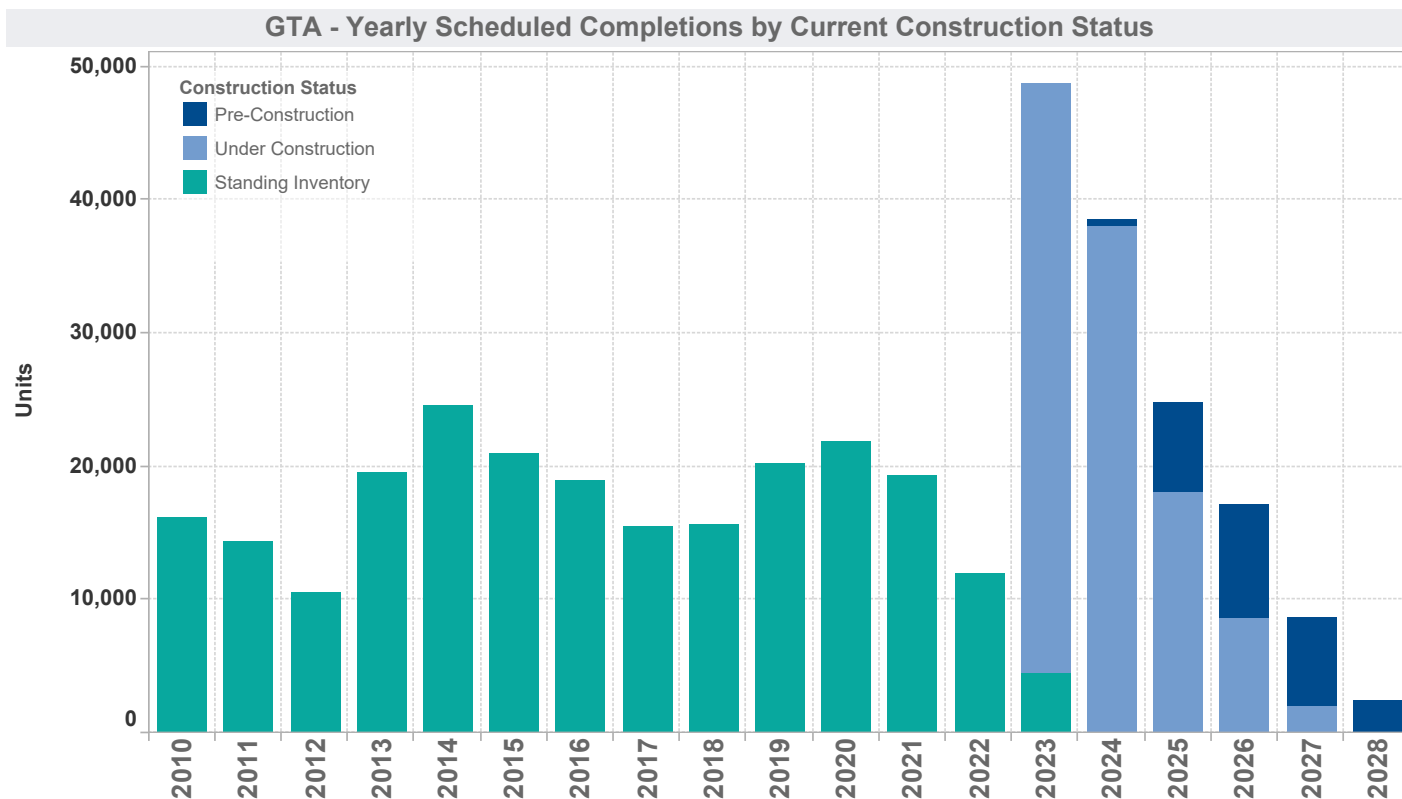
Site Name	Municipality	Opening Date	No# of Units	Current Month Sales *	Rem Inv	Avg. Current PPF
Addison Residences on Portland - ADI Development Group	Old Toronto	2023-04-03	126	91	35	\$1,568
UnionCity - Tower 1 - Metropia	Markham	2023-04-08	439	393	46	\$1,100
Villages of Oak Park - Ballantry Homes	Oakville	2023-04-12	161	0	161	\$1,150
UnionCity - Tower 2 - Metropia	Markham	2023-04-21	458	0	458	\$1,227
Birchley Park - Tower 1 - Diamond Kilmer Developments	Scarborough	2023-04-25	121	0	121	\$1,163
North Shore - Building A - National Homes	Burlington	2023-04-27	119	0	119	\$1,022
Daniels on Parliament - South Tower - Daniels Corporation	Old Toronto	2023-04-29	326	0	326	\$1,322
Grand Total			1,750	484	1,266	\$1,222

* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period.

Project Launch History - Sites & Units



Scheduled Completions



Top Builders - YTD

GTA - Top High Rise Builders by YTD Sales

Builder	2023				Total	Market Share %
	Jan.	Feb.	Mar.	Apr.		
Metropia	0	0	0	393	393	11.4%
Gupta Group	0	0	100	269	369	10.7%
Almadev	3	2	324	33	362	10.5%
Capital Developments	31	266	37	18	352	10.2%
Graywood Developments	214	27	6	2	249	7.2%
Marlin Spring	3	77	16	16	112	3.2%
Westdale Properties	40	39	11	21	111	3.2%
Daniels Corporation	12	16	46	30	104	3.0%
Tridel	9	27	46	20	102	3.0%
ADI Development Group	2	5	2	91	100	2.9%
Remington Group	2	8	18	72	100	2.9%
Great Gulf	13	64	12	10	99	2.9%
DREAM	10	61	12	6	89	2.6%
Fieldgate Homes	33	22	1	19	75	2.2%
Greenpark Group	2	8	20	45	75	2.2%
Chestnut Hill Developments	20	18	15	14	67	1.9%
First Avenue Properties			50	17	67	1.9%
Mattamy Homes	18	21	11	9	59	1.7%
Reserve Properties	31	20	2	2	55	1.6%
Brookfield Residential		14	35	5	54	1.6%
Plaza	0	0	29	20	49	1.4%
Brixen Developments Inc.	0	0	0	48	48	1.4%
Parallax Development Corporation	9	22	11	2	44	1.3%
Bazis International Inc.	6	13	13	10	42	1.2%
Camrost Felcorp	2	2	5	33	42	1.2%
Total (All 191 Builders)	454	725	950	1,327	3,456	

Please Note: Sales in projects associated with more than one builder (ie: joint ventures) have been allocated in the full amount to each builder involved.

Top Builders - Last 12 Months

GTA - Top High Rise Builders by Last 12 Month's Sales

Builder	2022								2023				Total	Market Share %
	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.		
Capital Developments	18	0	0	0	0	0	478	46	44	31	266	37	920	7.2%
Great Gulf	10	1	364	88	19	10	29	56	37	13	64	12	703	5.5%
DREAM	6	5	365	87	19	10	29	56	35	10	61	12	695	5.5%
Reserve Properties	2	2	4	14	0	0	478	44	48	31	20	2	645	5.1%
Westdale Properties	21	2	4	122	24	42	52	218	25	40	39	11	600	4.7%
Tridel	20	9	142	10	14	10	225	20	14	9	27	46	546	4.3%
Daniels Corporation	30	7	40	80	19	14	215	19	19	12	16	46	517	4.1%
Vandyk Properties Inc.	8	354	67	31	9	3	7	7	12	1	7	2	508	4.0%
Poetry Living	0	0	477	8	0	0	0	0	0	0	0	0	485	3.8%
Mattamy Homes	9	49	3	10	0	20	29	243	21	18	21	11	434	3.4%
Plaza	20	1	0	285	46	19	5	6	0	0	0	29	411	3.2%
Metropia	393	0	0	0	0	0	0	4	0	0	0	0	397	3.1%
Almadev	33	0	0	0	0	0	5	8	2	3	2	324	377	3.0%
Gupta Group	269	0	0	0	0	0	0	0	0	0	0	100	369	2.9%
Urban Capital Property Group	0	298	18	13	11	6	11	3	0	0	0	1	361	2.8%
Rogers Real Estate Development Limited	0	297	18	13	11	5	11	2	0	0	0	1	358	2.8%
Marlin Spring	16	31	64	24	12	13	7	66	15	3	77	16	344	2.7%
Canderel Residential	3	3	1	101	100	71	38	14	3	2	0	0	336	2.6%
Remington Group	72	0	0	122	8	60	11	14	10	2	8	18	325	2.6%
Chestnut Hill Developments	14	3	0	0	1	0	0	229	10	20	18	15	310	2.4%
Camrost Felcorp	33	209	16	22	2	0	2	1	3	2	2	5	297	2.3%
Malibu Investments Inc.	2	275	7	2	5	2	0	2	2	0	0	0	297	2.3%
Fieldgate Homes	19	0	0	0	1	0	0	201	17	33	22	1	294	2.3%
Diamond Corp	5	26	5	144	25	29	17	7	6	2	8	17	291	2.3%
Parallax Development Corporation	2	0	0	107	24	38	52	16	6	9	22	11	287	2.3%
Total (All 203 Builders)	2,030	1,765	1,359	385	421	1,650	1,243	430	454	725	950	1,327	12,739	

Please Note: Sales in projects associated with more than one builder (ie: joint ventures) have been allocated in the full amount to each builder involved.

Top Sites

GTA - Top High Rise Sites by Current Month Sales				
Site Name	Municipality	Product Type	Unit Type	2023 April
UnionCity - Tower 1 - Metropia	Markham	Apartment	1 Bedroom	109
			1 Bedroom + Den	158
			2 Bedroom + Den	63
			3 Bedroom & Up	40
			2 Bedroom	13
			Studio	10
			Total	393
Rosedale on Bloor - Gupta Group	Old Toronto	Apartment	1 Bedroom	33
			1 Bedroom + Den	86
			2 Bedroom	65
			Studio	0
			Total	184
Addison Residences on Portland - ADI Development Group	Old Toronto	Apartment	1 Bedroom	30
			1 Bedroom + Den	11
			3 Bedroom & Up	5
			2 Bedroom	37
			Studio	8
			Total	91
Yonge City Square Residences - Gupta Group	North York	Apartment	1 Bedroom	35
			1 Bedroom + Den	5
			3 Bedroom & Up	5
			2 Bedroom	10
			Studio	30
			Total	85
Exhale Residences - Brixen Developments Inc.	Mississauga	Apartment	1 Bedroom	27
			1 Bedroom + Den	12
			2 Bedroom + Den	2
			3 Bedroom & Up	0
			2 Bedroom	7
			Studio	0
			Total	48

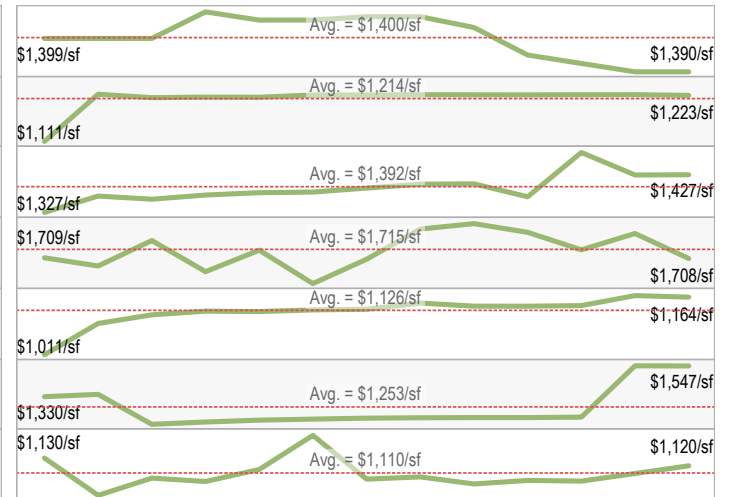
Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$1,390/sf
	Etobicoke	\$1,223/sf
	North York	\$1,427/sf
	Old Toronto	\$1,708/sf
	Scarborough	\$1,164/sf
	York	\$1,547/sf
905 Area	905 All Muni.	\$1,120/sf

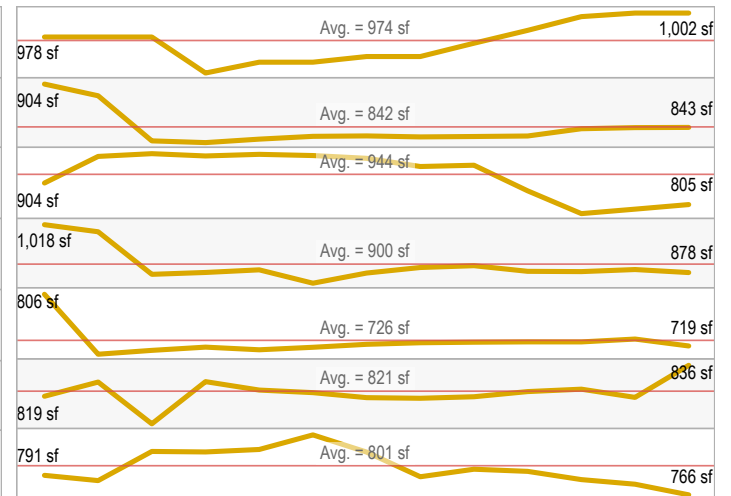
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	1,002 sf
	Etobicoke	843 sf
	North York	805 sf
	Old Toronto	878 sf
	Scarborough	719 sf
	York	836 sf
905 Area	905 All Muni.	766 sf

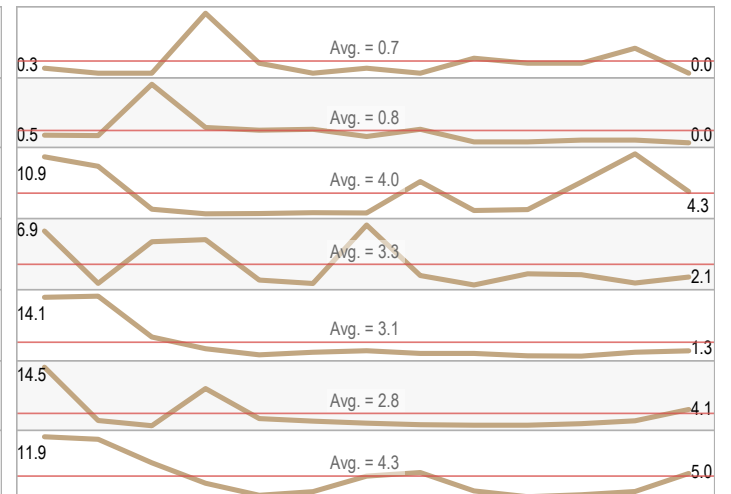
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	0.0
	Etobicoke	0.0
	North York	4.3
	Old Toronto	2.1
	Scarborough	1.3
	York	4.1
905 Area	905 All Muni.	5.0

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	April 2022			April 2023		
		Apartment	Stacked	Total	Apartment	Stacked	Total
Bloor - Yorkville	Old Toronto	 25		 25	 185		 185
Central Waterfront	Old Toronto	 6		 6	 0		 0
Don Mills - York Mills	North York	 89	 39	 128	 0	 2	 2
Downtown Core	Old Toronto	 118		 118	 26		 26
Downtown East	Old Toronto	 460		 460	 18		 18
Downtown West	Old Toronto	 14		 14	 98		 98
Etobicoke Waterfront	Etobicoke	 4		 4	 0		 0
Highway7 - Yonge	Markham	 2		 2	 0		 0
	Richmond Hill	 0	 1	 1	 2	 0	 2
Mississauga City Centre	Mississauga	 28		 28	 2		 2
North Toronto	Old Toronto	 17	 0	 17	 32	 0	 32
North Yonge Corridor	North York	 4	 0	 4	 123		 123
North York East	North York	 0		 0	 0		 0
North York West	North York	 0	 0	 0	 28	 0	 28
Not Applicable	Aurora		 0	 0		 0	 0
	Brampton	 139	 79	 218	 26	 17	 43
	Burlington	 2		 2	 0		 0
	Caledon		 0	 0	 0		 0
	Clarington	 13		 13	 0		 0
	East York	 1	 0	 1	 0	 0	 0
	Etobicoke	 5	 0	 5	 0		 0
	Georgina	 0		 0	 0		 0
	Halton Hills	 8		 8	 0		 0
	King	 10		 10	 1		 1
	Markham	 1	 0	 1	 470	 0	 470
	Milton	 8		 8	 7		 7
	Mississauga	 6	 3	 9	 72	 0	 72
	Newmarket	 1	 24	 25	 0		 0
	Oakville	 676	 1	 677	 48		 48
	Old Toronto	 0		 0	 7		 7
	Oshawa	 216		 216	 3		 3
	Pickering	 0	 8	 8	 20	 1	 21
	Richmond Hill		 0	 0		 0	 0
	Scarborough	 211	 0	 211	 19	 0	 19
	Vaughan	 12	 2	 14	 6	 2	 8
	Whitby	 0		 0	 5		 5
	Whitchurch-Stouffville	 166		 166		 0	 0
	York	 87		 87	 35	 2	 37
Sheppard Corridor	North York	 270	 0	 270	 32	 4	 36
Thornhill	Markham	 0		 0	 0		 0
	Vaughan	 14		 14	 0		 0
Toronto East	Old Toronto	 251		 251	 8		 8
Toronto West	Old Toronto	 16	 0	 16	 23	 0	 23
Yonge - St. Clair	Old Toronto	 22	 6	 28	 3	 0	 3
Grand Total		 2,902	 163	 3,065	 1,299	 28	 1,327

Sales & Remaining Inventory

Last 12 Month's Sales & Remaining Inventory by Submarket

Last 12 Months - Sales					Remaining Inventory		
SubMarket	Municipality	Apartment	Stacked	Total	Apartment	Stacked	Total
Bloor - Yorkville	Old Toronto	• 289		• 289	• 319		• 319
Central Waterfront	Old Toronto	• 14		• 14	• 478		• 478
Don Mills - York Mills	North York	• 36	• 4	• 40	• 86	• 16	• 102
	Old Toronto						
Downtown Core	Old Toronto	• 1,125		• 1,125	• 584		• 584
Downtown East	Old Toronto	• 989		• 989	• 1,397		• 1,397
Downtown West	Old Toronto	• 977		• 977	• 818		• 818
Etobicoke Waterfront	Etobicoke	• 19		• 19	• 24		• 24
Highway7 - Yonge	Markham	• 0		• 0	• 1		• 1
	Richmond Hill	• 5	• 1	• 6	• 11	• 23	• 34
Mississauga City Centre	Mississauga	• 602		• 602	• 107		• 107
North Toronto	North York						
	Old Toronto	• 238	• 2	• 240	• 328	• 4	• 332
North Yonge Corridor	North York	• 775	• 2	• 777	• 701		• 701
	Old Toronto						
North York East	North York	• 0		• 0	• 0		• 0
North York West	North York	• 445	• 2	• 447	• 404	• 3	• 407
	Old Toronto						
	York						
Not Applicable	Ajax						
	Aurora		• 0	• 0		• 0	• 0
	Brampton	• 610	• 118	• 728	• 487	• 287	• 774
	Burlington	• 144		• 144	• 197		• 197
	Caledon	• 40	• 9	• 49	• 118		• 118
	Clarington	• 9		• 9	• 18		• 18
	East York	• 27	• 0	• 27	• 54	• 0	• 54
	Etobicoke	• 127	• 3	• 130	• 554		• 554
	Georgina	• 0		• 0	• 4		• 4
	Halton Hills	• 17		• 17	• 43		• 43
	King	• 6		• 6	• 29		• 29
	Markham	• 732	• 7	• 739	• 688	• 10	• 698
	Milton	• 356		• 356	• 188		• 188
	Mississauga	• 1,039	• 0	• 1,039	• 777	• 6	• 783
	Newmarket	• 2	• 24	• 26	• 46		• 46
	North York						
	Oakville	• 467		• 467	• 564		• 564
	Old Toronto	• 350		• 350	• 185		• 185
	Oshawa	• 26	• 109	• 26	• 94		• 94
	Pickering	• 509	• 9	• 618	• 684	• 18	• 702
	Richmond Hill		• 9	• 9		• 8	• 8
	Scarborough	• 387	• 0	• 387	• 490	• 3	• 493
	Uxbridge						
	Vaughan	• 197	• 19	• 216	• 542	• 53	• 595
	Whitby	• 54		• 54	• 99		• 99
	Whitchurch-Stouffville		• 51	• 51		• 8	• 8
	York	• 103	• 71	• 174	• 369	• 13	• 382
Scarborough City Centre	Scarborough						
Sheppard Corridor	North York	• 439	• 4	• 443	• 288	• 3	• 291
Thornhill	Markham	• 0		• 0	• 29		• 29
	Vaughan	• 21		• 21	• 0		• 0
Toronto East	East York						
	Old Toronto	• 95		• 95	• 378		• 378
Toronto West	Old Toronto	• 714	• 0	• 714	• 695	• 1	• 696
Yonge - St. Clair	Old Toronto	• 318	• 1	• 319	• 248	• 6	• 254
Grand Total		• 12,303	• 436	• 12,739	• 13,126	• 462	• 13,588

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